

VITA Proposed Discount			
The Whitlock Group			
Sep-05			
Vendor	Category	Product Type (if other than "ALL")	Discount
Barco	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Canon	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Christie Digital	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Clarity	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Digital Projections	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Epson	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Hitachi	accessories	All product (hardware, software), maintenance, and support in this product category	10%
InFocus/Proxima	accessories	All product (hardware, software), maintenance, and support in this product category	10%
JVC	accessories	All product (hardware, software), maintenance, and support in this product category	10%
LG	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Mitsubishi	accessories	All product (hardware, software), maintenance, and support in this product category	10%
NEC	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Panasonic	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Samsung	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Sanyo	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Sharp	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Smart Technologies	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Sony	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Toshiba	accessories	All product (hardware, software), maintenance, and support in this product category	10%
Alcom McBride	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	8%
Ashly Audio	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	22%
Audio-Technica	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	18%
Australian Monitor	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	27%
Bogen Communications	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	18%
Brown Innovations	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	5%
ClearOne	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	13%
Crown	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	22%
Fostex Communications	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	15%
Ivie Technologies Inc.	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	5%
Mackie	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	10%
Nady Systems Inc.	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	15%
Onkyo	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	17%
Orban	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	5%
Paso	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	20%
Peavey	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	32%
QSC	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	12%
Rane Corporation	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	8%
Sabine	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	22%
Samson Technologies	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	15%
Sennheiser	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	27%
Shure	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	27%
Sound-Craft Systems	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	5%
Symetrix	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	17%
Teac America	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	8%
TOA	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	33%
Blonder Tongue	Audiovisual - Broadband Distribution	All product (hardware, software), maintenance, and support in this product category	15%
Modulation Sciences	Audiovisual - Broadband Distribution	All product (hardware, software), maintenance, and support in this product category	10%
Buhl/Navitar	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	12%

Canon	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	15%
Century Precision Optics	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	10%
Chugai Boyeki (America) Corp.	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	15%
Fujinon Inc.	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	15%
Hitachi Denshi	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	12%
JVC	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	14%
Panasonic	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	18%
Sony	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	14%
Tiffen Manufacturing	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	20%
Anvil Cases	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%
Calzone Cases	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%
Jelco Inc.	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%
K & H Products	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	8%
Kangaroo	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	5%
Kata	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	5%
Olympic Case Company	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%
Sirtage Inc.	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	12%
US Case	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%
Viking Cases	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%
Denon/Marantz	Audiovisual - CD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	16%
Sony	Audiovisual - CD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	15%
Tascam	Audiovisual - CD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	17%
AMX	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	32%
Aurora Multimedia	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	10%
Crestron	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	32%
SP Control	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	22%
Xantech	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	20%
Crestron	Audiovisual - Control Systems (Media Manager)	All product (hardware, software), maintenance, and support in this product category	20%
Canon	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	19%
Elmo	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	27%
JVC	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	19%
Lumens	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	21%
Samsung	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	18%
Sony	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	21%
Wolf Vision	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	18%
Denon/Marantz	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	25%
Panasonic	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	10%
Pioneer	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	24%
Sony	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	10%
Tascam	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	20%
Toshiba	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	12%
Hitachi Software	Audiovisual - Electronic Whiteboards	All product (hardware, software), maintenance, and support in this product category	15%
Polyvision	Audiovisual - Electronic Whiteboards	All product (hardware, software), maintenance, and support in this product category	10%
Smart Technologies	Audiovisual - Electronic Whiteboards	All product (hardware, software), maintenance, and support in this product category	22%
Smart Technologies (SKF)	Audiovisual - Electronic Whiteboards	All product (hardware, software), maintenance, and support in this product category	25%
Wacom Technologies	Audiovisual - Electronic Whiteboards	All product (hardware, software), maintenance, and support in this product category	5%
Smart Technologies	Audiovisual - Electronic Whiteboards (Acalyst)	All product (hardware, software), maintenance, and support in this product category	13%
Smart Technologies	Audiovisual - Electronic Whiteboards (training)	All product (hardware, software), maintenance, and support in this product category	5%
Clarity	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	21%
NEC	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	7%
Samsung	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	27%
Sharp	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	44%
Sony	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	23%

JVC	Audiovisual - LCD Monitors (small-- 30" or less)	All product (hardware, software), maintenance, and support in this product category	9%
NEC	Audiovisual - LCD Monitors (small-- 30" or less)	All product (hardware, software), maintenance, and support in this product category	5%
Samsung	Audiovisual - LCD Monitors (small-- 30" or less)	All product (hardware, software), maintenance, and support in this product category	10%
AKG Acoustics	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	15%
Audio-Technica	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	18%
Australian Monitor	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	27%
Beyer	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	15%
Clearcom	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	10%
Clock Audio	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	22%
Crown	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	35%
DBX Professional Products	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	10%
Dorrough Electronics	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	5%
Electrovoice	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	25%
Genelec	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	5%
Nady Systems Inc.	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	15%
Samson Technologies	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	18%
Sennheiser	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	22%
Shure	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	29%
Sony	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	22%
Eiki	Audiovisual - Overhead Projectors	All product (hardware, software), maintenance, and support in this product category	30%
Elmo	Audiovisual - Overhead Projectors	All product (hardware, software), maintenance, and support in this product category	28%
Fujitsu	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	18%
LG	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	25%
NEC	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	35%
Panasonic	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	15%
Pioneer	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	26%
Samsung	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	32%
Sony	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	23%
BEI	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	18%
Bretford	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	25%
Dalite	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	21%
Draper	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	22%
Stewart	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	15%
Barco	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	21%
Canon	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	16%
Christie Digital	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	30%
Digital Projection	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	12%
Epson	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	25%
InFocus/Proxima	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	39%
JVC	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	16%
NEC	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	34%
Sanyo	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	27%
Sharp	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	37%
Sony	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	27%
Toshiba	Audiovisual - Projectors (installed -- larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	28%
Epson	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	15%
InFocus/Proxima	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	58%
NEC	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	16%
Sanyo	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	16%
Sony	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	24%
Toshiba	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	28%
Kodak	Audiovisual - Slide Projectors	All product (hardware, software), maintenance, and support in this product category	10%
Altec Lansing	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	22%

Anchor	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	26%
Atlas Soundolier	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	28%
Bag End	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	28%
EAW	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	23%
Electrovoice	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	25%
JBL	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	25%
KSI	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	33%
Pioneer	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	30%
Tannoy	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	11%
Triad	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	30%
Wohler	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	12%
JVC	Audiovisual - Television and monitors	All product (hardware, software), maintenance, and support in this product category	12%
Marshall Electronics	Audiovisual - Television and monitors	All product (hardware, software), maintenance, and support in this product category	13%
Panasonic	Audiovisual - Television and monitors	All product (hardware, software), maintenance, and support in this product category	16%
Panorama DTV	Audiovisual - Television and monitors	All product (hardware, software), maintenance, and support in this product category	10%
Philips	Audiovisual - Television and monitors	All product (hardware, software), maintenance, and support in this product category	13%
Sony	Audiovisual - Television and monitors	All product (hardware, software), maintenance, and support in this product category	17%
Toshiba	Audiovisual - Television and monitors	All product (hardware, software), maintenance, and support in this product category	18%
Bogen Photo Corp.	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	20%
Camera Support International	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	20%
Cartoni USA	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	15%
Matthews Studio Equipment	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	10%
Miller Fluid Heads	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	10%
Oconnor Camera Support Systems	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	15%
Quickset International	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	15%
Sachtler	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	15%
Velbon	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	10%
Vinten	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	10%
Panasonic	Audiovisual - VCR / Television Combos	All product (hardware, software), maintenance, and support in this product category	16%
Philips	Audiovisual - VCR / Television Combos	All product (hardware, software), maintenance, and support in this product category	13%
Sony	Audiovisual - VCR / Television Combos	All product (hardware, software), maintenance, and support in this product category	12%
Toshiba	Audiovisual - VCR / Television Combos	All product (hardware, software), maintenance, and support in this product category	18%
JVC	Audiovisual - VCR's	All product (hardware, software), maintenance, and support in this product category	18%
Panasonic	Audiovisual - VCR's	All product (hardware, software), maintenance, and support in this product category	20%
Philips	Audiovisual - VCR's	All product (hardware, software), maintenance, and support in this product category	13%
Sony	Audiovisual - VCR's	All product (hardware, software), maintenance, and support in this product category	15%
Toshiba	Audiovisual - VCR's	All product (hardware, software), maintenance, and support in this product category	10%
Barco	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	12%
Christie Digital	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	10%
Clarity	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	13%
Fred	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	5%
Jupiter	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	10%
Mitsubishi	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	10%
Acoustical Solutions	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	7%
ADC Telecommunications	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Altinex	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	16%
Analog Way	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	16%
ATI	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%
ATS	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Autopatch	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	15%
Belkin	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%
Bi-Tronics Inc.	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	15%
Bright Line	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%

Chief Mfg.	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	15%
Communications Specialities	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	15%
Comprehensive	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%
ETA Systems	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Extron	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	25%
FEC	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	7%
Fiber Options Inc.	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Fleetwood	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	8%
Force Inc.	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
FSR Inc.	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Furman	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	22%
Inova	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Interlink Electronics	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	7%
Juice Goose	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	18%
Kramer	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Liebert Control Concepts	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	7%
Linksys	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%
Lowell Manufacturing	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Lutron	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	12%
Magenta Research	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	8%
Middle Atlantic Products	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	11%
Niles	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%
Omnimount Systems	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	8%
Omnivex	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	2%
Optelecom	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%
Opticomm	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%
Peerless Industries	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Pelco	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Premier	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	39%
Proco	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%
Quartet Manufacturing	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Radio Design Labs	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	12%
RCI	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%
RGB Spectrum	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	12%
Sonic Alarm	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
SurgeX	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	14%
TecNec	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%
Ushio America	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%
V-Brick	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%
Whirlwind	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	9%
Wiko Ltd.	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%
Winsted Corp.	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	12%
Wireless Computing	Audiovisual- Integration Devices	All product (hardware, software), maintenance, and support in this product category	15%
VFI	AV Accessories	VFI Accessories	25%
Accom	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Adtec	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Anton Bauer	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Arri	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Aspen Electronics	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	15%
Axis TV	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Blue Line	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
BUF	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Camplex	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%

Chyron Corp.	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	12%
Clearcom	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Compix Media	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Dalet	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
DNF Controls	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Echolab	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
ESE	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Evertz	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	6%
Focus Enhancements	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	15%
FOR-A	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Global Streams	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Hamlet	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Hitachi	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	12%
Horita	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Hotronics	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
IDX Technology	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	15%
Ikegami Broadcast Monitors	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Inscriber	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
JVC	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	14%
Key West	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Laird	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Leader Instruments	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	7%
Leightronix	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Leitch	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Link Electronics	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Magni	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Miranda	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Omneon Video Networks	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
On-Air Systems	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Optibase	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	12%
Optivision	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Panasonic	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Pinnacle	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Probel	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	8%
QTV	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Ross Video Ltd.	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Scala	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Sigma Electronics	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Sonic Foundary	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	7%
Sony	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Sundance Digital	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Tektronix	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Telemetrics	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	9%
Teletream	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Telex RTS	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
TV One	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Ultimatte	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Vaddio	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	17%
Video Accessory Corp.	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Videotek	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%
Zandar	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%
Extron	Cables and Connectors	All product (hardware, software), maintenance, and support in this product category	19%
AVTEQ	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	20%

BEI	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	18%
Bretford	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	20%
Dalite	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	17%
Evans	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	8%
Forecast Consoles	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	5%
Freeburger Consoles	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	10%
Hardwood Concepts	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	8%
KSI	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	31%
Luxor	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	15%
Marshall Furniture	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	10%
Spectrum	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	39%
Vansan Corporation	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	10%
VFI	Furniture - AV and VTC (Carts, Lecterns, etc.)	Carts and Furniture	35%
VCON	Service, Software, Accessories, and Maintenance	All product (hardware, software), maintenance, and support in this product category	10%
The Whitlock Group	Services	Whitlock Equipment Rentals	30%
The Whitlock Group	Services	Videoteleconferencing products for mfrs not specifically listed on VITA	10%
The Whitlock Group	Services	A/V Products for mfrs not specifically listed on VITA Prices	10%
The Whitlock Group	Services	Whitlock Branded Service and support packages	10%
The Whitlock Group	Services- Integration and Installation Services	Sr Consultant (Design and CAD) Hourly Rate:	\$90/hour
The Whitlock Group	Services- Integration and Installation Services	Sr. Consultant (Design and CAD) Daily Rate:	\$720/day
The Whitlock Group	Services- Integration and Installation Services	Consultant (Systems Programming) Hourly Rate:	\$90/hour
The Whitlock Group	Services- Integration and Installation Services	Consultant (Systems Programming) Daily Rate:	\$720/day
The Whitlock Group	Services- Integration and Installation Services	Other- Service (Normal Business Hours) Hourly Rate	\$75/hour
The Whitlock Group	Services- Integration and Installation Services	Other- Premium Service (After Normal Business Hours) Hourly Rate	\$112/hour
The Whitlock Group	Services- Integration and Installation Services	Other- Training Hourly Rate	\$75/hour
The Whitlock Group	Services- Integration and Installation Services	Other- Rental Setup and Event Production Hourly Rate	\$55/hour
Accordent	Streaming devices	All product (hardware, software), maintenance, and support in this product category	10%
Codian	Streaming devices	All product (hardware, software), maintenance, and support in this product category	15%
Sonic Foundry	Streaming devices	All product (hardware, software), maintenance, and support in this product category	7%
Starbak	Streaming devices	All product (hardware, software), maintenance, and support in this product category	10%
Codian	Videoconferencing	All product (hardware, software), maintenance, and support in this product category	15%
Lifesize	Videoconferencing	All product (hardware, software), maintenance, and support in this product category	5%
Polycom	Videoconferencing	Viewstation SP 128	17%
Polycom	Videoconferencing	Viewstation Series including FX and VS4000	52%
Polycom	Videoconferencing	Polycom V500, VSX3000, VSX6000, VSX7000, and VSX8000	18%
Polycom	Videoconferencing	VSX Multipoint Software and Visual Concert devices	0%
Polycom	Videoconferencing	Polycom Via Video USB Systems	33%
Polycom	Videoconferencing	Polycom PVX Software / Logitech	10%
Polycom	Videoconferencing	Polycom branded services, installation and training (including iPower and Multipoint series)	0%
Polycom	Videoconferencing	Polycom Premier maintenance	2%
Polycom	Videoconferencing	ReadiManager LX100, GMS, and Polycom "SW.1" Classification products	10%
Polycom	Videoconferencing	Polycom Network Modules, Accessories and Replacement Parts	5%
Polycom	Videoconferencing	iPower Systems (9000 codec series)	25%
Polycom	Videoconferencing	Polycom Cables and accessories	5%
Polycom	Videoconferencing	Multipoint hardware in Polycom "NS.1" Classification of products	20%
Polycom	Videoconferencing	Multipoint hardware in Polycom "NS.2" or "NS.3" Classification of products	15%
Polycom	Videoconferencing	Multipoint hardware not in category NS.1 or NS.2	5%
Polycom	Videoconferencing	Polycom VTX1000 and Polycom "AUD.10" Classification products	30%
Polycom	Videoconferencing	Polycom Vortex Series and Polycom "AUD.4" Classification products	15%
Polycom	Videoconferencing	Polycom Audioconferencing peripherals and items not specifically listed above	5%
Polycom	Videoconferencing	All other Polycom products and services not in category listed above	5%
Radvision	Videoconferencing	All product (hardware, software), maintenance, and support in this product category	15%
Sony	Videoconferencing	All product (hardware, software), maintenance, and support in this product category	10%

Tandberg	Videoconferencing	ALL Rack mount codec hardware (including, but not limited to: 3000MXP and 6000MXP)	25%
Tandberg	Videoconferencing	ALL Set top codec hardware including rollabouts (including, but not limited to: 550MXP, 770MXP, 880MXP, 990MXP)	25%
Tandberg	Videoconferencing	Accessories, cables, and Misc. Cameras	5%
Tandberg	Videoconferencing	Document Cameras (all brands)	15%
Tandberg	Videoconferencing	Educator MXP Series hardware	20%
Tandberg	Videoconferencing	Portable MXP System hardware	20%
Tandberg	Videoconferencing	Tandberg Personal system hardware (including 150, 1000, and 1500MXP)	20%
Tandberg	Videoconferencing	Tandberg specialty product hardware (including, but not limited to: Director, Intern, and Tactical II)	22%
Tandberg	Videoconferencing	Tandberg branded services, installation and training	0%
Tandberg	Videoconferencing	Tandberg maintenance (core service)	0%
Tandberg	Videoconferencing	Tandberg Infrastructure Product (including TMS, MCU, MPS, Gateway, Gatekeeper, Boarder Controller, etc.)	25%
Tandberg	Videoconferencing	Tandberg software including option keys, software upgrades, and software only solutions	10%
Tandberg	Videoconferencing	All other Tandberg products and services not in category listed above	5%
Tandberg	Videoconferencing	TMS Base Model (PN: 112160)	30%
VCON	Videoconferencing	VCON HD desktop hardware	34%
VCON	Videoconferencing	All non-desktop hardware	20%
VCON	Videoconferencing	All software maintenance and support in this category	10%
VTCL	Videoconferencing	All product (hardware, software), maintenance, and support in this product category	2%
NOTE:			
Installation, training, maintenance options, and on-site support services are NOT included unless specifically listed on the Whitlock quotation.			
Price offered includes freight (FOB Destination) as requested by the state bid.			
Discount offered per current vendor List price sheet.			